TOOPLOOX + JURO

Building a scalable contract process

Tooploox is a software development studio, specializing in artificial intelligence, mobile and web development. Founded in 2012, Tooploox focuses on long-term collaborations and products that improve consumers' wellbeing and working environment.

The challenge: visibility and velocity

Like any fast-growing business, Tooploox had a significant and increasing volume of contracts to manage. But they were stored across multiple platforms, which made it difficult to keep track, as Tooploox in-house lawyer Jędrzej Stępniowski recalls.

"The contract process was unstructured and time-consuming for board members. One would eSign a contract, but the other would sign manually, with copies saved in his inbox and a filing cabinet somewhere. We lacked a centralized tool to manage these documents."

Slow processes frustrated the business development team, and board members didn't want to be chased for signatures. The majority of documents were signed manually and the process would only become more painful as the business scaled. Tooploox had grown by five times since 2016 – there was a growing urgency to centralize the contract process before it became unmanageable.

The requirements: what did Tooploox need?

Tooploox needed a single source of truth where contracts and templates could be stored and accessed by various members of the team. IT lawyer Maciej Roguś wanted to eliminate the possibility of duplicate files: "each member of the business development team would make his or her own copy of the original file, so when changes were made, they weren't reflected in the template." Version control needed to be watertight.

It was also essential that Tooploox adopted a solution that would scale: "some of our clients sign and scan, which makes it easy to lose data on contracts. These documents are either saved in a GDrive folder or printed and stored in a filing cabinet – which isn't a scalable solution."

Finally, as business development and product teams would be accessing and creating legal documents, it was important that the solution was easy to navigate. Legal process is often difficult, and Tooploox needed it to be frictionless.

> "Now we know that if something is signed on the platform, it's stored on the platform, and we don't have to hunt around for contracts anymore – Juro is lifesaving"

Jędrzej Stępniowski,
In-house lawyer, Tooploox
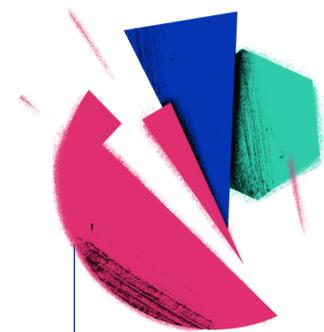
NDAs in Juro
From generated
to signed in
90 seconds

The solution: faster, easier, smarter

Tooploox implemented Juro in February 2019. Within a few hours, Juro's customer success team had Tooploox onboarded and able to use the solution. They quickly began to see the value of their decision.

SERIOUS TIME-SAVINGS: "Before Juro, our signing process would sometimes take days – even a week," Maciej says. "Now, it takes 90 seconds to generate and sign NDAs in Juro."

A CENTRALIZED HUB: Juro let Tooploox replace several disparate systems with one. "Now we know that if something is signed on the platform, it's stored on the platform, and we don't have to hunt around for contracts anymore – Juro is lifesaving," Jędrzej says.

USER-FRIENDLY: Juro's design-led approach made adoption easier, both within and outside of the legal function: "There are other tools with similar functionality to Juro, but they aren't clear for people outside of legal," Maciej says. Juro's intuitive UI empowered commercial teams to self-serve: "Our business development team can enter data into smartfields, instead of manually writing up a contract. It doesn't feel like a legal process to them."

The results: a contract process that scales

As Tooploox's growth trajectory gathers pace, its contract and template volumes are set to increase even further. Now, with a central hub for legal documents, the Tooploox team can save time and make it easier for other teams to create and manage contracts. With Juro as its single source of truth, the legal process at Tooploox is future-proof and ready to scale.

"Last week we had an NDA to sign last week with a contractor," Jędrzej says. "It was generated at 10.30 and signed by our board member by 10.32. It's just an easier process in Juro, and we're very happy with it."

> **"Our business development team can enter data into Juro's smartfields, instead of manually writing up a contract. It doesn't feel like a legal process to them"**
>
> Maciej Roguś,
> IT lawyer, Tooploox

Juro for legal: enable the business

★★★★★

"Contracts previously taking a week to sign are now taking minutes"

Willem Wellinghoff
Legal team, Shieldpay

Enable the business
Deliver more value to your internal client with a legal front door.

Become data-driven
Make smarter decisions with analytics on your workflows and contracts.

Reduce your risk
Keep track of key contract deadlines and never miss a renewal again.

About Juro

Juro is the contract collaboration platform that enables businesses to agree and manage contracts all in one unified workspace. Juro is backed by Union Square Ventures, Point Nine Capital, Seedcamp and the founders of TransferWise, Gumtree and Indeed. Juro's customer base includes Deliveroo, Skyscanner and Reach plc.

www.juro.com | hello@juro.com

Juro